

Message Text

CONFIDENTIAL

PAGE 01 MONROV 02668 161824Z

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ACTION SS-25

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FM AMEMBASSY MONROVIA

TO SECSTATE WASHDC IMMEDIATE 9831

C O N F I D E N T I A L MONROVIA 2668

EXDIS

EO 11652: GDS

TAGS: OVIP (KISSINGER, HENRY A.)

SUBJ: SCENARIO FOR SECRETARY'S TRIP TO AFRICA -- BUSINESS LUNCH

APRIL 30

REF: STATE 91804

1. DURING BRIEF PERIOD BEFORE LUNCH SECRETARY WILL HAVE OPPORTUNITY TO MEET GUESTS. EMBASSY SUGGESTS SIX BUSINESSMEN (ALL ARE TOUGH-MINDED AND ARTICULATE). SUGGEST SEATING AROUND RECTANGULAR TABLE AS FOLLOWS (COUNTER-CLOCKWISE); SECRETARY; JOHN P. CAR-MICHAEL, PRESIDENT FIRESTONE PLANTATIONS CO.; AMBASSADOR; ALBERT J. SHOUCAIR, AMAX REPRESENTATIVE; DCM BEAN; AUGUST F. JEHLE, EXECUTIVE VICE PRESIDENT, BANK OF LIBERIA (CHEMICAL BANK); SECRETARY'S SENIOR STAFF ASSISTANT; ALEXANDER T. BAISDEN, PRESIDENT, INTERNATIONAL TRUST CO. OF LIBERIA (INTERNATIONAL BANK OF WASHINGTON, D.C.); ECONOMIC COUSELOR ASHIDA; ALLEN R. BROWN, MANAGER, AMERICAN INTERNATIONAL UNDERWRITERS INC.; ASSISTANT SECRETARY SCHAUFEE; JAMES REEVES, MANAGING DIRECTOR, LIBERIA REFINING CO. (SUN OIL CO.).

2. AFTERWARDS, IN LIVING ROOM, SECRETARY WOULD HAVE OPPORTUNITY TO MAKE REMARKS FOLLOWED BY QUESTION AND ANSWER PERIOD. LUNCHEON TO END PROMPTLY BY 2:15 P.M.

3. FOLLOWING POINTS MAY BE RAISED BY BUSINESSMEN:

A) FUTURE LEVEL OF ECONOMIC ASSISTANCE TO LIBERIA

CONFIDENTIAL

CONFIDENTIAL

PAGE 02 MONROV 02668 161824Z

(BUSINESSMEN ARE INTERESTED SINCE THEIR BUSINESSES ARE AFFECTED BY LEVEL OF U.S. ASSISTANCE. FOLLOWING VISIT OF AID ADMINISTRATOR PARKER LAST OCTOBER, AID HAS BEEN STUDYING WAYS IN WHICH THE ASSISTANCE PROGRAM CAN BE INCREASED.)

B) U.S. POLICY TO AFRICA, ESPECIALLY SOUTHERN AFRICA

C) GSP (GENERALIZED SYSTEM OF PREFERENCES), ITS IMPACT ON U.S. ECONOMY AND ON LDCS. (GOL HAS WELCOMED IMPLEMENTATION OF OUR GSP SINCE LIBERIA HOPES TO BENEFIT THEREFROM. U.S. BUSINESSMEN WILL FIND LIBERIA AN EXCELLENT PLACE TO ESTABLISH NEW INDUSTRIES TO TAKE ADVANTAGE OF FREE ENTRY INTO U.S. OF MANY PRODUCTS PROVIDED UNDER GSP.)

D) "LIBERIANIZATION" AND GOL INTERFERENCE IN OPERATIONS OF AMERICAN FIRMS "LIBERIANIZATION" IS ACCEPTABLE WHEN THERE ARE QUALIFIED LIBERIANS TO REPLACE EXPATRIATES. WHEN IT IS USED AS A PRETEXT TO PROVIDE JOBS FOR UNTRAINED AND UNQUALIFIED LIBERIANS, U.S. BUSINESSMEN HAVE A LEGITIMATE COMPLAINT. GOOD MANAGEMENT SEEKS TO TRAIN LIBERIANS SO THAT EXPATRIATES CAN BE REPLACED AS SOON AS POSSIBLE. THERE APPEARS TO BE MORE AND MORE CASES OF GOL INTERFERENCE IN COMPANY OPERATIONS. VERY OFTEN, US FIRMS AND BUSINESSMEN ARE ATTACKED UNFAIRLY IN PRESS.

4. SUGGESTED TALKING POINTS:

A. USG SUPPORTS US TRADE AND INVESTMENTS

- SUPPLEMENTS PRIVATE FINANCING THROUGH EXIMBANK LOANS AND GUARANTEES

- INSURES ELIGIBLE INVESTMENTS THROUGH OPIC

- PROMOTES TRADE THROUGH TRADE MISSIONS AND SHOWS, PARTICIPATION IN TRADE FAIRS, ETCM

- ALERTS BUSINESSMEN TO INVESTMENT OPPORTUNITIES THROUGH DEPT. OF COMMERCE, OPIC MISSIONS, AND EMBASSY REPORTING

B.- AMERICAN BUSINESSES ABROAD ARE IMPORTANT TO OUR ECONOMY
CONFIDENTIAL

CONFIDENTIAL

PAGE 03 MONROV 02668 161824Z

-PROMOTE US EXPORTS AND TECHNOLOGY

- PROVIDE REMUNERATIVE OUTLETS FOR OUR VENTURE CAPITAL
-STRENGTHENS OUR BALANCE OF PAYMENTS BY EARNING PROFITS AND INTEREST

C.- AMERICAN BUSINESSES PROMOTE ECONOMIC DEVELOPMENT IN HOST

COUNTRY

- PROVIDE SCARCE CAPITAL FOR ECONOMIC DEVELOPMENT

- INCREASE FLOW OF NEW TECHNOLOGY INTO COUNTRY THROUGH USE
OF FOREIGN EXPERTS AND PATENTS

- ASSIST IN MARKETING OF PRODUCTS NOT ONLY WITHIN COUNTRY
BUT ALSO ABROAD

5. IN MONROVIA 2563 EMBASSY PROPOSED LUNCH HOSTED BY EITHER SECRETARY OR AMBASSADOR. WHILE DEPARTMENT APPROVED LUNCH, QUESTION OF WHO WOULD BE HOST WAS NOT ANSWERED. EMBASSY IS SEEKING AMBASSADOR'S VIEWS ON HOSTING LUNCH. PLEASE CONFIRM ARRANGEMENTS ON THIS POINT AGREED WITH AMBASSADOR.

6. EMBASSY HAS LIMITED BUSINESS GUESTS TO SMALL NUMBER WITH THOUGHT THAT SECRETARY WOULD BENEFIT MOST FROM SUCH A GROUP. HOWEVER, IF SECRETARY WISHES A LARGER NUMBER TO BE INVITED, WE CAN EASILY INCREASE TOTAL NUMBER OF THOSE PRESENT TO 20 AT TABLE, MORE IF IN BUFFET STYLE. PLEASE ADVISE.
BEAN

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